



# **U.S. Postal Service Competition Report Fiscal Year 2015**

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## **PROMOTING COMPETITION AND BEST VALUE**

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## **I. Results of FY2015 Competition**

The Competition Report conveys the Postal Service®'s efforts towards promoting competition and obtaining best value. In FY2015, the Postal Service continued to promote competition by communicating benefits of competition throughout the organization and providing reports that help to improve contract planning and highlight opportunities for competition.

The Competition Report illustrates the positive results achieved and highlights the programs that were executed to improve contract planning and promote competition. The report also contains contracting data and information about noncompetitive purchases valued at \$1 million (M) or greater that were reviewed by the Competition Advocate (CA).

In FY2015, the Postal Service committed over \$9.9 billion (B) in contracting actions and awarded \$8.0B or 80.3% of those actions competitively. Contract commitments increased by \$3B in FY15 compared to FY14, largely due to a significant number of domestic and international transportation contracts that were issued. In FY2014, the Postal Service committed over \$6.8B in contracting actions and awarded \$5.6B or 81.9% of those actions competitively.

\*These results compared favorably against the information reported via the Federal Procurement Data System – Next Generation (FPDS-NG). In FY2015, the federal government reported that 64.4% of the total contracting actions were awarded competitively. Excluding the Department of Defense (DOD) contracting data, the percentage of competitive contracts reported for all other federal agencies is 79.5%.

In FY2015, the CA reviewed 84 Noncompetitive Purchase Requests (NPRs), with an estimated committed value of \$1.4B over a period of five years. In comparison, the CA reviewed 82 NPRs in FY2014 with an estimated committed value of \$2.1B over a period of five years.

These results represent a significant decrease in the dollar value of NPRs submitted to the CA for review in FY2015 compared to FY2014.

\*The Postal Services competitive coding and practices are slightly different from FPDS-NG.

## II. Competition Advocate Role

The CA is responsible for promoting competition in the Postal Service. The CA must maintain a program that includes identifying, tracking, and following up on actions to remove barriers to competition. The CA is responsible for the following:

- a. Challenging barriers to the competition of Postal Service requirements.
- b. Assisting purchase/supply chain management teams in the development of effective Supply Chain Management (SCM) solutions and obtaining best value.
- c. Providing independent advice to contracting officers (COs) regarding proposed noncompetitive purchases of \$1M or greater.
- d. Producing an annual report on noncompetitive purchasing activity.

The CA is appointed by the vice president, Supply Management (SM) and the CA's role and responsibilities are defined in Section 2-10, Determine Extent of Competition, of the Postal Service's *Supplying Principles and Practices* (SPs and Ps) and Management Instruction (MI) SP S2-2011-1, *Noncompetitive Purchases*. The complete SPs and Ps can be found internally on the USPS® intranet site at: <http://blue.usps.gov/policy/> and externally at: <http://about.usps.com/manuals/spp/html/welcome.htm>.

The MI is available internally on the Postal Service intranet site at: <http://blue.usps.gov/cpim/ftp/manage/sps2111.pdf>. See Appendix E for a copy of the MI.

### **III. Contracting Authority/Responsibility, Systems, and Contracting Data**

#### ***Contracting Authority/Responsibility***

The authority and responsibility for all procurement contracting actions within the Postal Service (with the exception of real estate and related services contracts) are consolidated within the SM organization. Real estate contracting authority is delegated to the vice president, Facilities.

As provided in Handbook AS-709, *Local Buying and Purchase Card Policy and Procedures*, local purchases of up to \$10 thousand (K) can be executed by individuals through delegated local buying authority. Local purchases and contract actions valued at less than \$10K are not subject to the competition requirements. Table 1 provides the approval levels for noncompetitive contract actions.

Table 1: Level of SM Approval for Non-Competitive Contract Actions	
Estimated values of proposed contract action	Approval by:
\$10K to \$250K	CO/Manager
>\$250K to \$10M (excluding Professional & Consultant Services >\$1M)	Portfolio Manager
\$1 million or greater if Professional & Consultant Services	Vice President
\$10 million or greater	Vice President

#### **Contracting Systems and Capture of Competitive/Noncompetitive Contract Action Classifications**

Postal Service contracting actions are captured within one of three contracting systems: CAMS, TCSS, and eFMS. Contract actions are defined as new contract, delivery order, task order, work order, modification to, or termination of, a contract. To promote data consistency across the contracting systems, the same competitive classification codes are maintained in all three contracting systems.

#### **Contract Authoring and Management System (CAMS)**

CAMS is a commercial-off-the-shelf (COTS) system that supports the purchase of supplies, services, equipment, and mail transportation (excluding surface transportation). Contracting actions are coded using the following competition classification codes:

- a. Below Competitive Threshold (BCT) (less than \$10K).
- b. Competitive.
- c. Competitive — Simplified Purchasing.
- d. Noncompetitive — Compelling Business Interests.
- e. Noncompetitive — Industry Structure or Practice.
- f. Noncompetitive — Sole Source.
- g. Noncompetitive — Superior Performance.
- h. Ordering Agreements — Comp Code Not Applicable.
- i. Required Source — Policy/Legally Mandated.
- j. Required Source — Regulated Utility.

k. **Unauthorized Contractual Commitments.**

For purposes of this report, the BCT actions are excluded, because they are exempt from the competition requirements. All other classifications other than competitive are considered noncompetitive.

From October 1, 2014 to September 30, 2015, there were a total of 7,229 contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$8.4B in CAMS. The commitment value of competitive contracting actions in CAMS equaled \$6.5B or 76.9% of total CAMS contract actions. The number of competitive contracting actions totaled 5,100 or 71.2% of total contracting actions in CAMS.

See Appendix A for more details related to CAMS contract actions.

**Transportation Contract Support System (TCSS)**

TCSS is a custom-built Postal Service system. TCSS is used to manage highway transportation contracts and payment processes. It supports the award of new contracts, modification to contracts, and renewal of contracts. Renewals of contracts are considered outside the scope of the competitive requirements because Title 39, Chapter 50, Section 5005, establishes that contracts may be renewed at the existing rate by mutual agreement between the contractor or subcontractor and the Postal Service. The renewal business process requires the comparison of the existing rate to comparable contract rates and to proceed with the renewal only when the rates are competitive with similar contracts. These renewals are not included in the competitive/noncompetitive reporting due to the Title 39 requirements.

From October 1, 2014 to September 30, 2015, there were a total of 1,297 contract actions (less renewals) executed equal to or above the competitive threshold (\$10K) in TCSS with commitments totaling \$988M. The commitment value of competitive contracting actions equaled \$988M or 99.98% of total contract actions. The number of competitive contracting actions totaled 1,295 or 99.8% of total contracting actions.

The committed values of the contracts were calculated by multiplying the annual value of the contract by the contract term because TCSS only captures the annual value of the contract to calculate payments. See Appendix B for more details related to the TCSS contract actions.

Note: From October 1, 2014 to September 30, 2015, there were a total of 1,388 renewal fixed-price contract actions executed equal to or above the competitive threshold (\$10K) in TCSS with commitments totaling \$1.2B. These actions are not included in the competitive/noncompetitive classification but are included here for general information.

**Facilities Management System (eFMS)**

eFMS is a custom-built Postal Service system. eFMS is used to manage work orders, contracts, and payments for facility construction, repair, and alteration contracts, along with real estate contracts. As noted above, contracting authority for real estate contracts has been delegated by the Postmaster General to the vice president, Facilities, and therefore such activity, is not within the scope of this report. Facility construction, repair, and alteration contracts are managed within SM.

From October 1, 2014 to September 30, 2015, there were a total of 4,578 contract actions executed equal to or above the competitive threshold (\$10K) in eFMS with commitments totaling \$491.7M. The commitment value of competitive contracting actions equaled \$489M or 99.6% of

total contract actions. The number of competitive contracting actions equaled 4,529 or 98.9% of total contracting actions.

See Appendix C for more details related to eFMS contract actions.

### **Summary of Contracting Actions**

Table 2 provides the total commitments and contracting actions across the three contract management systems for the October 1, 2014 to September 30, 2015 reporting period.

Table 2: Aggregated Competition Classifications					
System	Competitive/Noncompetitive Classification	Committed \$	# of Contract Actions	% of Total Committed \$	% of Total Contract Actions
<b>CAMS</b>	<b>Competitive</b>	<b>\$6,480,418,977</b>	<b>5,100</b>	<b>65.4%</b>	<b>38.9%</b>
<b>eFMS</b>	<b>Competitive</b>	<b>\$489,493,486</b>	<b>4,529</b>	<b>4.9%</b>	<b>34.6%</b>
<b>TCSS</b>	<b>Competitive</b>	<b>\$987,940,003</b>	<b>1,295</b>	<b>10.0%</b>	<b>9.9%</b>
	<b>Competitive Total</b>	<b>\$7,957,852,466</b>	<b>10,924</b>	<b>80.3%</b>	<b>83.4%</b>
<b>CAMS</b>	<b>Noncompetitive</b>	<b>\$1,950,587,004</b>	<b>2,129</b>	<b>19.7%</b>	<b>16.2%</b>
<b>eFMS</b>	<b>Noncompetitive</b>	<b>\$2,179,286</b>	<b>49</b>	<b>0.0%</b>	<b>0.4%</b>
<b>TCSS</b>	<b>Noncompetitive</b>	<b>\$182,990</b>	<b>2</b>	<b>0.0%</b>	<b>0.0%</b>
	<b>Noncompetitive Total</b>	<b>\$1,952,949,280</b>	<b>2,180</b>	<b>19.7%</b>	<b>16.6%</b>
<b>Grand Total</b>		<b>\$9,910,801,746</b>	<b>13,104</b>		

This report does not include Highway Contract Renewals (HCRs) reported in the TCSS contracting system.

Sixty-one federal departments reported contract actions and commitments via the FPDS-NG and classified them as competitive or noncompetitive during the same reporting period as the Postal Service. This information is available via an annual Federal Procurement Data System Next Generation Competition Advocate report. For the period spanning October 1, 2014 to September 30, 2015, the FPDS-NG CA report identified \$436.9B in contract commitments of which 64.4% were awarded competitively. This compares to approximately \$8.0B in contract commitments reported by the Postal Service, of which 80.3% were awarded competitively.

See Appendix D for more details related to the FPDS-NG Competition Advocate report.



## IV. Competition Advocate Reviews of Noncompetitive Purchase Requests of \$1M or Greater

### *Competition Advocate Role and Reviews*

The CA must complete an independent review of all NPRs valued at \$1M or greater and provide feedback and comments to responsible COs. The COs must consider comments and concerns raised by the CA in their evaluation and recommendation concerning the NPR and the proposed supplier. The NPRs are submitted to the COs by the requiring organizations once the purchase/SCM team makes a preliminary purchase method recommendation to proceed noncompetitively.

From October 1, 2014 to September 30, 2015, the CA reviewed and commented on 84 requests with a total estimated contract value of \$1.4B. The requests ranged from short-term contract modifications of a few months to long-term extensions over multiple years. The requested value included in the NPR is based on the estimated future spend by the requiring organization. The CO may execute each request via a single contract action or via multiple actions within the value defined in the NPR.

The value of the NPR is estimated for the base contract and option periods. The actual value of the contract may differ depending on the results of contract negotiations, number of options exercised or if the request is cancelled. Table 3 outlines the total estimated value of NPRs reviewed by the CA by fiscal year.

Table 3. NPR Value by FY	
Fiscal Year	NPR Requested Value
FY15	\$583,973,838
FY16	\$410,511,445
FY17	\$118,566,347
FY18	\$270,030,370
<b>Total</b>	<b>\$1,383,082,000</b>

Each NPR must be based on one of the four following business scenarios:

- a. Sole Source.
- b. Industry Structure or Practice.
- c. Compelling Business Interests.
- d. Superior Performance.

Table 4 provides the details related to each business scenario justification.

<b>Table 4 Business Justification</b>				
<b>Business Justification</b>	<b>Count</b>	<b>Request Value</b>	<b>Percent of Requests</b>	<b>Percent Value</b>
Compelling Business Interest	51	\$ 970,112,000.00	60.7%	70.1%
Industry Structure or Practice	2	\$ 52,750,000.00	2.4%	3.8%
Sole Source	21	\$ 295,090,000.00	25.0%	21.3%
Superior Performance	10	\$ 65,130,000.00	11.9%	4.7%
<b>Grand Total</b>	<b>84</b>	<b>\$ 1,383,082,000.00</b>	<b>100%</b>	<b>100%</b>

Table 5 provides details related to the value and total requests by the executive leadership team (ELT) member organization.

<b>Table 5 NPR's by Executive Leadership Organization</b>				
<b>ELT</b>	<b>Count</b>	<b>NPR Estimated \$ Value</b>	<b>Percentage of Request</b>	<b>Percentage of Value</b>
CFO	2	\$62,100,000	4.5%	2.4%
CHRO	2	\$44,800,000	3.2%	2.4%
CIO	35	\$795,720,000	57.5%	41.7%
CMSO	7	\$20,880,000	1.5%	8.3%
COO	31	\$367,182,000	26.5%	36.9%
CPI	2	\$3,600,000	0.3%	2.4%
DPG	3	\$65,300,000	4.7%	3.6%
GC	1	\$22,300,000	1.6%	1.2%
PMG	1	\$1,200,000	0.1%	1.2%
<b>Total</b>	<b>84</b>	<b>\$1,383,082,000</b>	<b>100.0%</b>	<b>100.0%</b>

### **Overview of High-Value Noncompetitive Contract Actions**

In FY15, the CA reviewed 7 NPRs with estimated commitment value of greater than \$50M, totaling \$639M or 46.2% of the total commitment value of NPRs submitted. The majority of these large NPRs were required to provide support services and upgrades for our aging IT infrastructure and customized software applications. Many of the Postal Service's legacy systems were designed and developed by the Original Equipment Manufacturers (OEM), and these suppliers often are the only source to provide the support needed to maintain these systems. The size and scale of our IT infrastructure frequently limits opportunities for competition.

Additionally, two large NPRs were developed to ensure continuity of service and minimize the risk of service failure related to air transportation service. Information about these larger dollar value NPRs issued in FY2015 is noted below.

#### **Deputy Postmaster General Organization**

- A five-year noncompetitive contract was awarded to a supplier to continue to provide mail irradiation services for government mail. Since the anthrax attack in 2001, the USPS has instituted specific handling and treatment procedures in order to protect postal employees and customers. The noncompetitive contract was awarded based on sole-source justification; only one company has been approved by the Office of

Science and Technology Mail Security Task Force to Irradiate Government Mail to irradiate mail. Estimated value of the contract is \$62M.

**Chief Information Officer Organization:**

- A contract was increased by \$175M to provide enterprise-wide network storage to consolidate and standardize the USPS infrastructure. Additional storage is needed to support daily operations. The current supplier is a leader in the industry and has been providing superior performance to the Postal Service.
- An NPR was issued on an existing contract to purchase additional mobile delivery devices and spare parts, which are needed to support delivery operations. The estimated commitment value of the contract was \$88.2M for a period of four years.
- A noncompetitive contract was issued to provide hardware, software, and services to upgrade and enhance the USPS electronic data warehouse (EDW). The contract was awarded to the incumbent supplier that designed the EDW system and holds proprietary rights to the software design. The estimated value of the five-year contract is \$80M.

**Chief Operating Officer Organization:**

- An NPR was issued to extend a contract to ensure continuity of services for air transportation service in war zones with the incumbent service provider. The estimated commitment value of the two year contract extension is \$59.3M.
- An NPR was issued to extend two existing contracts that provide domestic air transportation services. The contract extensions were required to provide service within niche markets areas with unique requirements for freight service and to ensure continuity of service for domestic air transportation. The contract extensions were issued for a period of two years with an estimated value of \$89M.

## **V. Supply Management Strategies, Tools, and Programs Used to Promote Competition in FY2015**

The Postal Service devoted a significant amount of effort and resources throughout the year to increase competitive opportunities. In FY2015, the Postal Service continued its focus on promoting competition to obtain best value in the contracting process by executing the following strategies, tools, and programs:

### ***Competition Advocate Internal Webpage***

- The Competition webpage helps to educate employees on the benefits of competition. The webpage includes guidance and information about the competitive process, training materials, and forms.

### ***Report of Significant Expiring Contracts***

- The CA issues a quarterly report of expiring contracts to all USPS vice presidents. The report identifies all significant contracting actions that will be expiring in the next nine months. The report was developed to increase the visibility of the noncompetitive actions among the Postal Service executives, improve the purchase planning process, and reduce the number of noncompetitive contracts that were issued due to lack of planning. The report facilitates a process whereby the COs collaborate with their internal business partners and document planned contracting actions for each of the expiring contract actions listed on the report.

### ***Simplified Purchasing***

- The simplified purchasing process is a streamlined competitive purchasing process used to purchase commercially available goods and services valued from \$10K to \$250K. Simplified purchasing helps promote competition for small buys and can reduce administrative costs, promote efficiency and economy in contracting, and lessen unnecessary burdens on both the Postal Service and its suppliers.

### ***Supplier Communications and Supplier Webpage***

- SM communicated with its suppliers through multiple channels including: Supplier webpage on *usps.com*<sup>®</sup>, *Re: Supply* newsletter, supplier email list, supplier conferences, and supplier outreach programs. SM developed a robust supplier webpage that provides suppliers with information on “*How to Do Business with USPS*” and register to become a new supplier. These communication vehicles help promote a clearer understanding within the supplier community of the needs of the Postal Service and promote competition and supplier diversity by identifying the process for suppliers to register to become a new supplier via USPS eSourcing supplier registration tool.

### ***Competition Advocate Communications***

The CA promoted competition through various communications:

- Distributed quarterly report of expiring contracts to COs and postal executives to help improve purchase planning and identify opportunities for competition.
- Delivered briefings and training material to SM employees to help promote competition.
- Reviewed NPRs and made recommendations to issue short-term extensions for contracts when lack of planning or emergency buys were indicated as justification in the NPR.

- Conducted one-on-one communications with managers during monthly meetings to help develop competitive sourcing strategies.
- Conducted meetings with requiring organizations and newly appointed or acting vice presidents to discuss the role of the CA, to promote early involvement of the SM organization in sourcing decisions, and to incorporate competition as a sourcing strategy when appropriate.
- Conducted meetings with suppliers to discuss the role of the CA and to encourage them to register their interest in doing business with the Postal Service via eSourcing.

### **Supplier Outreach**

The Postal Service is a recognized leader in providing multicultural business opportunities, and the Supplier Diversity Outreach Program continues to strengthen our competitiveness in the marketplace. In FY 2015, *DiversityBusiness.com* named the Postal Service the country's top government agency for multicultural business opportunities, confirming a consistent and quality commitment to providing business opportunities to women-owned and minority-owned businesses. The Supplier Diversity Outreach Program supports several initiatives that emphasize supplier diversity as a core component of Postal Service operations. These include promoting supplier registration, delivering workshops, conducting one-on-one business meetings, and maintaining a prominent presence on *usps.com*. Businesses can find information online about steps to take to effectively market supplies and services within the postal marketplace. Supplier Diversity also maintains memberships with premier multicultural business and trade associations (with a combined total of over 40,000) such as the National Minority Supplier Development Council, Women's Business Enterprise National Council, U.S. Hispanic Chamber of Commerce, U.S. Pan Asian American Chamber of Commerce, and the National Congress of American Indians.

During the FY2015, Supplier Diversity Outreach Program activities allowed the Postal Service to do the following:

- a. Register over 1,600 suppliers through the electronic portal to do business with the Postal Service.
- b. Evaluate proposals and solicitation criteria to ensure the consideration of small minority and women-owned business participation.
- c. Serve as chair of the National Minority Supplier Development Council's procurement committee for the Capital region.

### **eSourcing – Supplier Registration Tool**

The Postal Service uses an electronic sourcing solution to enhance and streamline the competitive sourcing practices. eSourcing is a COTS software solution that supports electronic supplier registration, requests for information, requests for proposal, requests for quotes, reverse auctions, and combinatorial optimization events.

In FY2015, over 15,800 suppliers registered in eSourcing and were eligible for invitation to bid on competitive solicitations. Suppliers were encouraged to register through the *Re: Supply* newsletter, CO communications, FedBizOps, and supplier outreach events.

The eSourcing tool promotes competition and helps the Postal Service and suppliers streamline the competitive sourcing process by combining the proposal submittal and evaluation process into one solution. This significantly reduces the time between activities that are often seen in the traditional paper-based proposal process.

### ***Category Sourcing Strategy Plans (CSSP)***

Supply Management Portfolio teams developed CSSPs for commodities that represent 80% of total spend under contract. The CSSP process is used to identify the market trends, analyze category spend, determine the extent of competition and supplier diversity within the supply base, and evaluate future business needs. This results in the development of best-value sourcing strategies. CSSPs are updated each year, shared with internal business partners, and reviewed by SM managers to help promote competition, improve project planning, and optimize the supplier base.

### ***Electronic Catalogs and National Contracts***

The Postal Service implemented national contracts to streamline repetitive buys for products that are used across the organization. Products offered on national contracts are made available to employees as catalogs using the eBuy2 system. Over 97 electronic catalogs are available via the eBuy2 system to streamline the sourcing process. In FY15, over 1.5 million requisitions were processed through the eBuy2 system. Contracts are generally competed and issued to one or more suppliers. In those circumstances where more than one supplier is on catalog, competition occurs not only at the initial contract award but through ongoing competition throughout the contract lifecycle. The eBuy2 system allows purchasers to compare similar items from different suppliers to make the best-value decision. Catalog suppliers are permitted to reduce their prices throughout the contract term. This produces ongoing competition amongst the suppliers beyond the initial contract award.

### ***SM/CFO Monthly Reports***

SM has developed a set of centralized and standardized dashboard reports. The dashboard reports are updated weekly and report contracting performance and metrics against SM goals. Monthly SM/CFO contract and spend reports are produced that provide management visibility to the past and future sourcing actions underway within the organization. The report contains multiple sub-reports related to spending trends: spend with top suppliers; contracting actions for the month; significant long-term contracts; and future sourcing actions in the pipeline with preliminary sourcing plans. These reports help raise the visibility of current and future sourcing actions and initiate earlier dialog on how to improve competition and achieve best value.

## VI. Barriers to Competition in FY2015

The levels of competition achieved will vary each year depending on the types of products or services required, the availability of suppliers in the marketplace, supplier capabilities, and other factors including when contracts are expiring. In FY2015, the dollar value of competitive contracts increased by \$2.4B compared to FY14, and the percentage of total competitive contracts decreased by 2.3% compared to FY14 results. In FY15, a large number of international and domestic transportation contracts were issued that contributed to the increase in competitive contract commitment value.

**Table 6. Historical Results**

USPS	FY11	FY12	FY13	FY14	FY15
Competitive Dollars	\$1.2B	\$3.9B	\$4.9B	\$5.6B	\$8.0B
% Competitive Contract Dollars	78.8%	78.9%	84.2%	81.9%	80.3%

**Note:** FY11 only represents a half year of data.

Some examples of barriers to competition during FY2015 within the Postal Service were the following:

- a. **Size and Scale of Postal Service Infrastructure:** Due to the size and scale of the Postal Service's operations, many of our IT solutions and mail processing equipment needs limit opportunities for competition. USPS achieves efficiencies and reduces performance risk by standardizing on specific equipment sets. Many of the systems are customized and designed specifically to meet our business requirements. Though initial decisions are based on competition, given the complexity to design, deploy, and support these large systems, follow-on actions are usually cost prohibitive and limited to the initial supplier until the system no longer meets the needs of the business.
- b. **Urgency:** In FY15, 19% of the NPRs reviewed by the CA were issued noncompetitively due to urgent requirements. Some of the contracts were issued to ensure continuity of services to support postal operations and others contract awards were issued to minimize risk.
- c. **Sole Source or Unique Requirements:** In FY15, 42% of the NPRs submitted to the CA for review were issued to sole source suppliers or to suppliers that had unique expertise. Much of our legacy software, equipment, or parts for the equipment are only provided by the OEM or sub-contractor who worked on the project during initial implementation. OEM suppliers hold patents, license, or proprietary rights that prohibit us from using other suppliers. Extensive and costly reverse engineering would be required to introduce competition in these instances. Reverse engineering also requires specially trained and skilled engineering and specialized resources to execute efficiently.

## **VII. Summary**

This report demonstrates the Postal Service's continued efforts to promote competition through the execution of numerous activities and reporting. Through these efforts, positive changes are evident in the contract planning cycle, which has resulted in lowering the number noncompetitive contracts issued based on lack of planning. While not all requirements are best suited for competition, the CA review of the requirements to promote competition is prompting thorough evaluation. One contributing element of this progress is our commitment to supplier outreach, which is the cornerstone of our commitment to supplier diversity and is the primary vehicle to increase the pool of suppliers for the Postal Service. Furthermore, the organized CSSP process and quarterly review of contracts provide a platform to promote competition. The Postal Service is committed to promoting competition and achieving best value solutions.

The United States Postal Service FY2015 Competition Report was prepared by Donna L. Schoenbeck, Competition Advocate.



## APPENDIX A

### Contract Commitments and Competitive Classifications for CAMS – 80 Percent of Total Commitment Dollars

From October 1, 2014 to September 30, 2015, there were a total of 7,229 contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$8.4B in CAMS. The actions included commitments and de-commitments. The following table highlights the top 80 percent of supplier commitments based on commitment totals and includes the competitive classification breakdown by supplier.

Supplier Name	Competitive Classification	Count of Competitive Classification	Sum Committed Amt	Sum of % of total	Cumulative %
FEDERAL EXPRESS CORPORATION	Competitive	6	\$ 2,265,501,512	28.0%	
<b>FEDERAL EXPRESS CORPORATION Total</b>		<b>6</b>	<b>\$ 2,265,501,512</b>	<b>28.0%</b>	<b>28.0%</b>
UPS WORLDWIDE FORWARDING INC	Noncompetitive - Sole Source	33	\$ 393,113,330	4.9%	
	Competitive	2	\$ 102,365,614	1.3%	
<b>UPS WORLDWIDE FORWARDING INC Total</b>		<b>35</b>	<b>\$ 495,478,944</b>	<b>6.1%</b>	<b>34.1%</b>
UNITED AIRLINES INC	Competitive	4	\$ 420,182,640	5.2%	
<b>UNITED AIRLINES INC Total</b>		<b>4</b>	<b>\$ 420,182,640</b>	<b>5.2%</b>	<b>39.3%</b>
American Airlines, Inc.	Competitive	2	\$ 304,520,894	3.8%	
<b>American Airlines, Inc. Total</b>		<b>2</b>	<b>\$ 304,520,894</b>	<b>3.8%</b>	<b>43.1%</b>
MORGAN OLSON CORP	Competitive	1	\$ 256,892,144	3.2%	
	Noncompetitive - Compelling Business Interests	1	\$ 19,861	0.0%	
<b>MORGAN OLSON CORP Total</b>		<b>2</b>	<b>\$ 256,912,005</b>	<b>3.2%</b>	<b>46.2%</b>
FCA NORTH AMERICA HOLDINGS LLC	Competitive	1	\$ 256,792,561	3.2%	
<b>FCA NORTH AMERICA HOLDINGS LLC Total</b>		<b>1</b>	<b>\$ 256,792,561</b>	<b>3.2%</b>	<b>49.4%</b>
HAND HELD PRODUCTS INC	Competitive	12	\$ 250,695,718	3.1%	
	Competitive - Simplified Purchasing	1	\$ 476,718	0.0%	
<b>HAND HELD PRODUCTS INC Total</b>		<b>13</b>	<b>\$ 251,172,435</b>	<b>3.1%</b>	<b>52.5%</b>
ACCENTURE FEDERAL SERVICES	Noncompetitive - Superior Performance	225	\$ 193,011,888	2.4%	
	Noncompetitive - Compelling Business Interests	11	\$ 12,833,431	0.2%	
	Competitive	9	\$ 8,883,286	0.1%	
<b>ACCENTURE FEDERAL SERVICES Total</b>		<b>245</b>	<b>\$ 214,728,605</b>	<b>2.7%</b>	<b>55.2%</b>
VICTORY PACKAGING	Competitive	23	\$ 201,425,239	2.5%	
<b>VICTORY PACKAGING Total</b>		<b>23</b>	<b>\$ 201,425,239</b>	<b>2.5%</b>	<b>57.6%</b>
DELTA AIR LINES INC	Competitive	2	\$ 187,429,452	2.3%	
<b>DELTA AIR LINES INC Total</b>		<b>2</b>	<b>\$ 187,429,452</b>	<b>2.3%</b>	<b>60.0%</b>
UNIVERSAL MCCANN	Competitive	3	\$ 122,777,536	1.5%	
<b>UNIVERSAL MCCANN Total</b>		<b>3</b>	<b>\$ 122,777,536</b>	<b>1.5%</b>	<b>61.5%</b>
KALITTA AIR, LLC	Noncompetitive - Compelling Business Interests	1	\$ 106,613,722	1.3%	
	Competitive	3	\$ 15,205,330	0.2%	
<b>KALITTA AIR, LLC Total</b>		<b>4</b>	<b>\$ 121,819,052</b>	<b>1.5%</b>	<b>63.0%</b>
HP ENTERPRISE SERVICES LLC	Noncompetitive - Superior Performance	166	\$ 77,900,828	1.0%	
	Competitive	13	\$ 20,109,159	0.2%	
	Noncompetitive - Compelling Business Interests	5	\$ 2,622,938	0.0%	
	Noncompetitive - Sole Source	1	\$ 2,470,169	0.0%	
<b>HP ENTERPRISE SERVICES LLC Total</b>		<b>185</b>	<b>\$ 103,103,095</b>	<b>1.3%</b>	<b>64.2%</b>
NORTHROP GRUMMAN INFORMATION	Noncompetitive - Compelling Business Interests	77	\$ 71,660,051	0.9%	
	Competitive	29	\$ 17,493,655	0.2%	
	Noncompetitive - Superior Performance	7	\$ 1,806,378	0.0%	
	Noncompetitive - Industry Structure or Practice	1	\$ 170,223	0.0%	
	Noncompetitive - Sole Source	2	\$ 35,000	0.0%	
<b>NORTHROP GRUMMAN INFORMATION Total</b>		<b>116</b>	<b>\$ 91,165,306</b>	<b>1.1%</b>	<b>65.4%</b>
BANK OF AMERICA	Competitive	2	\$ 80,000,000	1.0%	
<b>BANK OF AMERICA Total</b>		<b>2</b>	<b>\$ 80,000,000</b>	<b>1.0%</b>	<b>66.4%</b>
AMERICAN EXPRESS	Noncompetitive - Compelling Business Interests	2	\$ 79,000,000	1.0%	
<b>AMERICAN EXPRESS Total</b>		<b>2</b>	<b>\$ 79,000,000</b>	<b>1.0%</b>	<b>67.3%</b>
UNITED SORTATION SOLUTIONS	Noncompetitive - Compelling Business Interests	4	\$ 78,898,310	1.0%	
<b>UNITED SORTATION SOLUTIONS Total</b>		<b>4</b>	<b>\$ 78,898,310</b>	<b>1.0%</b>	<b>68.3%</b>
NCR CORP	Competitive	16	\$ 44,418,087	0.5%	
	Noncompetitive - Compelling Business Interests	3	\$ 23,620,921	0.3%	
	Competitive - Simplified Purchasing	2	\$ 72,627	0.0%	
	Noncompetitive - Industry Structure or Practice	1	\$ 61,845	0.0%	
<b>NCR CORP Total</b>		<b>22</b>	<b>\$ 68,173,480</b>	<b>0.8%</b>	<b>69.2%</b>
AT & T CORPORATION	Competitive	14	\$ 65,840,500	0.8%	
<b>AT &amp; T CORPORATION Total</b>		<b>14</b>	<b>\$ 65,840,500</b>	<b>0.8%</b>	<b>70.0%</b>
BRITISH AIRWAYS PLC	Competitive	1	\$ 65,175,822	0.8%	
<b>BRITISH AIRWAYS PLC Total</b>		<b>1</b>	<b>\$ 65,175,822</b>	<b>0.8%</b>	<b>70.8%</b>
EMC CORPORATION	Noncompetitive - Compelling Business Interests	14	\$ 36,742,322	0.5%	
	Competitive	6	\$ 23,391,950	0.3%	
	Noncompetitive - Industry Structure or Practice	4	\$ 1,957,259	0.0%	
<b>EMC CORPORATION Total</b>		<b>24</b>	<b>\$ 62,091,531</b>	<b>0.8%</b>	<b>71.5%</b>

WORLD WIDE TECHNOLOGY INC	Competitive	45	\$	59,321,061	0.7%	
<b>WORLD WIDE TECHNOLOGY INC Total</b>		<b>45</b>	<b>\$</b>	<b>59,321,061</b>	<b>0.7%</b>	<b>72.3%</b>
DELOITTE CONSULTING LLP	Competitive	124	\$	58,515,603	0.7%	
<b>DELOITTE CONSULTING LLP Total</b>		<b>124</b>	<b>\$</b>	<b>58,515,603</b>	<b>0.7%</b>	<b>73.0%</b>
NORTHROP GRUMMAN SECURITY	Noncompetitive - Sole Source	5	\$	57,536,685	0.7%	
<b>NORTHROP GRUMMAN SECURITY Total</b>		<b>5</b>	<b>\$</b>	<b>57,536,685</b>	<b>0.7%</b>	<b>73.7%</b>
HEWLETT PACKARD ENTERPRISE COMP.	Noncompetitive - Compelling Business Interests	8	\$	49,621,347	0.6%	
	Competitive	2	\$	2,419,122	0.0%	
	Noncompetitive - Sole Source	4	\$	516,514	0.0%	
<b>HEWLETT PACKARD ENTERPRISE COMPANY Total</b>		<b>14</b>	<b>\$</b>	<b>52,556,983</b>	<b>0.6%</b>	<b>74.4%</b>
ALASKA AIRLINES	Noncompetitive - Compelling Business Interests	1	\$	27,875,250	0.3%	
	Competitive	4	\$	23,485,152	0.3%	
<b>ALASKA AIRLINES Total</b>		<b>5</b>	<b>\$</b>	<b>51,360,402</b>	<b>0.6%</b>	<b>75.0%</b>
MCI COMMUNICATIONS SERVICES INC	Competitive	7	\$	47,152,121	0.6%	
	Noncompetitive - Compelling Business Interests	2	\$	2,028,000	0.0%	
<b>MCI COMMUNICATIONS SERVICES INC Total</b>		<b>9</b>	<b>\$</b>	<b>49,180,121</b>	<b>0.6%</b>	<b>75.6%</b>
ECS FEDERAL INC	Competitive	19	\$	47,498,880	0.6%	
<b>ECS FEDERAL INC Total</b>		<b>19</b>	<b>\$</b>	<b>47,498,880</b>	<b>0.6%</b>	<b>76.2%</b>
LOCKHEED MARTIN CORP	Noncompetitive - Sole Source	12	\$	18,024,291	0.2%	
	Competitive	4	\$	17,226,822	0.2%	
	Noncompetitive - Compelling Business Interests	19	\$	11,665,325	0.1%	
	Noncompetitive - Superior Performance	1	\$	34,000	0.0%	
<b>LOCKHEED MARTIN CORP Total</b>		<b>36</b>	<b>\$</b>	<b>46,950,438</b>	<b>0.6%</b>	<b>76.8%</b>
PAE APPLIED TECHNOLOGIES LLC	Competitive	16	\$	46,342,225	0.6%	
	Noncompetitive - Compelling Business Interests	4	\$	383,460	0.0%	
<b>PAE APPLIED TECHNOLOGIES LLC Total</b>		<b>20</b>	<b>\$</b>	<b>46,725,685</b>	<b>0.6%</b>	<b>77.3%</b>
IBM CORP	Noncompetitive - Compelling Business Interests	9	\$	33,408,521	0.4%	
	Competitive	9	\$	8,955,364	0.1%	
	Noncompetitive - Sole Source	17	\$	1,253,844	0.0%	
	Noncompetitive - Industry Structure or Practice	2	\$	1,136,249	0.0%	
<b>IBM CORP Total</b>		<b>37</b>	<b>\$</b>	<b>44,753,977</b>	<b>0.6%</b>	<b>77.9%</b>
SIEMENS POSTAL PARCEL	Noncompetitive - Sole Source	5	\$	38,022,299	0.5%	
	Noncompetitive - Compelling Business Interests	4	\$	3,611,085	0.0%	
	Competitive - Simplified Purchasing	12	\$	1,259,508	0.0%	
	Competitive	1	\$	100,000	0.0%	
<b>SIEMENS POSTAL PARCEL Total</b>		<b>22</b>	<b>\$</b>	<b>42,992,892</b>	<b>0.5%</b>	<b>78.4%</b>
INTERNATIONAL BUSINESS MACHINES	Noncompetitive - Compelling Business Interests	3	\$	34,141,820	0.4%	
	Competitive	3	\$	8,231,557	0.1%	
	Noncompetitive - Sole Source	3	\$	154,925	0.0%	
<b>INTERNATIONAL BUSINESS MACHINES Total</b>		<b>9</b>	<b>\$</b>	<b>42,528,302</b>	<b>0.5%</b>	<b>78.9%</b>
MCCANN- ERICKSON USA INC	Competitive	22	\$	42,365,741	0.5%	
<b>MCCANN- ERICKSON USA INC Total</b>		<b>22</b>	<b>\$</b>	<b>42,365,741</b>	<b>0.5%</b>	<b>79.5%</b>
GENERAL DYNAMICS INFORMATION TEC	Noncompetitive - Superior Performance	72	\$	36,231,812	0.4%	
	Competitive	7	\$	5,658,570	0.1%	
<b>GENERAL DYNAMICS INFORMATION TECHNOLOGY Total</b>		<b>79</b>	<b>\$</b>	<b>41,890,382</b>	<b>0.5%</b>	<b>80.0%</b>
	Noncompetitive - Compelling Business Interests	45	\$	22,549,063	0.3%	
	Competitive	43	\$	17,843,143	0.2%	
	Noncompetitive - Sole Source	8	\$	792,395	0.0%	
	Competitive - Simplified Purchasing	13	\$	519,848	0.0%	
	Noncompetitive - Industry Structure or Practice	1	\$	161,256	0.0%	
<b>Total</b>		<b>110</b>	<b>\$</b>	<b>41,865,706</b>	<b>0.5%</b>	<b>80.5%</b>

## APPENDIX B

### Contract Commitments and Competitive Classifications for TCSS – 80 Percent of Total Commitment Dollars

From October 1, 2014 to September 30, 2015, there were a total of 1,297 new contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$988M. The committed value of the contracts was calculated by multiplying the annual value of the contract by the contract term as TCSS only captures the annual value of the contract. The following table highlights the top 80 percent of supplier commitments based on commitment totals.

SUPPLIER	COMPETITIVE CLASS	Values		
		LIFE COST	LIFE COST %	Cumulative %
⊞ AJR TRUCKING INC	COMPETITIVE	\$60,936,366	6.17%	
AJR TRUCKING INC Total		<b>\$60,936,366</b>	<b>6.17%</b>	<b>6.17%</b>
⊞ EAGLE EXPRESS LINES INC	COMPETITIVE	\$57,116,226	5.78%	
EAGLE EXPRESS LINES INC Total		<b>\$57,116,226</b>	<b>5.78%</b>	<b>11.95%</b>
⊞ POSTAL TRANSPORT INC	COMPETITIVE	\$57,064,033	5.77%	
POSTAL TRANSPORT INC Total		<b>\$57,064,033</b>	<b>5.77%</b>	<b>17.72%</b>
⊞ POSTAL FLEET SERVICES INC	COMPETITIVE	\$53,556,700	5.42%	
POSTAL FLEET SERVICES INC Total		<b>\$53,556,700</b>	<b>5.42%</b>	<b>23.14%</b>
⊞ URSA MAJOR CORPORATION	COMPETITIVE	\$39,874,289	4.04%	
URSA MAJOR CORPORATION Total		<b>\$39,874,289</b>	<b>4.04%</b>	<b>27.18%</b>
⊞ MARK W CLEMONS MTC TRANSPORTATION INC	COMPETITIVE	\$33,446,725	3.38%	
MARK W CLEMONS MTC TRANSPORTATION INC Total		<b>\$33,446,725</b>	<b>3.38%</b>	<b>30.56%</b>
⊞ PAT SALMON & SONS INC	COMPETITIVE	\$26,259,719	2.66%	
PAT SALMON & SONS INC Total		<b>\$26,259,719</b>	<b>2.66%</b>	<b>33.22%</b>
⊞ DAVIS MAIL SERVICES INC	COMPETITIVE	\$18,472,673	1.87%	
DAVIS MAIL SERVICES INC Total		<b>\$18,472,673</b>	<b>1.87%</b>	<b>35.09%</b>
⊞ FLEET-FIT ENTERPRISES, LLC	COMPETITIVE	\$17,188,411	1.74%	
FLEET-FIT ENTERPRISES, LLC Total		<b>\$17,188,411</b>	<b>1.74%</b>	<b>36.83%</b>
⊞ C BLACKBURN INC	COMPETITIVE	\$15,880,399	1.61%	
C BLACKBURN INC Total		<b>\$15,880,399</b>	<b>1.61%</b>	<b>38.44%</b>
⊞ DDA TRANSPORT INC	COMPETITIVE	\$14,638,456	1.48%	
DDA TRANSPORT INC Total		<b>\$14,638,456</b>	<b>1.48%</b>	<b>39.92%</b>
⊞ JOHN W RITTER TRUCKING INC	COMPETITIVE	\$14,610,256	1.48%	
JOHN W RITTER TRUCKING INC Total		<b>\$14,610,256</b>	<b>1.48%</b>	<b>41.40%</b>
⊞ BEAM BROS TRUCKING INC	COMPETITIVE	\$11,898,244	1.20%	
BEAM BROS TRUCKING INC Total		<b>\$11,898,244</b>	<b>1.20%</b>	<b>42.60%</b>
⊞ TOTAL QUALITY LOGISTICS LLC	COMPETITIVE	\$11,780,424	1.19%	
TOTAL QUALITY LOGISTICS LLC Total		<b>\$11,780,424</b>	<b>1.19%</b>	<b>43.79%</b>
⊞ FX LOGISTICS LLC	COMPETITIVE	\$10,552,730	1.07%	
FX LOGISTICS LLC Total		<b>\$10,552,730</b>	<b>1.07%</b>	<b>44.86%</b>
⊞ B&B INDUSTRIES INC	COMPETITIVE	\$10,154,932	1.03%	
B&B INDUSTRIES INC Total		<b>\$10,154,932</b>	<b>1.03%</b>	<b>45.89%</b>
⊞ AREA STORAGE & TRANSFER INC	COMPETITIVE	\$9,684,231	0.98%	
AREA STORAGE & TRANSFER INC Total		<b>\$9,684,231</b>	<b>0.98%</b>	<b>46.87%</b>
⊞ T&T ENTERPRISES OF OHIO INC	COMPETITIVE	\$9,655,513	0.98%	
T&T ENTERPRISES OF OHIO INC Total		<b>\$9,655,513</b>	<b>0.98%</b>	<b>47.85%</b>
⊞ SHEEHY MAIL CONTRACTORS INC	COMPETITIVE	\$9,432,089	0.95%	
SHEEHY MAIL CONTRACTORS INC Total		<b>\$9,432,089</b>	<b>0.95%</b>	<b>48.80%</b>
⊞ BRIZUELA'S TRANSPORTATION INC	COMPETITIVE	\$9,422,064	0.95%	
BRIZUELA'S TRANSPORTATION INC Total		<b>\$9,422,064</b>	<b>0.95%</b>	<b>49.75%</b>
⊞ DAVENPORT TRANSPORTATION INC	COMPETITIVE	\$8,814,578	0.89%	
DAVENPORT TRANSPORTATION INC Total		<b>\$8,814,578</b>	<b>0.89%</b>	<b>50.65%</b>
⊞ ZETRICK LLC	COMPETITIVE	\$7,850,509	0.79%	
	COMPETITIVE - SIMPLIFIED PURCHASE	\$953,266	0.10%	
ZETRICK LLC Total		<b>\$8,803,775</b>	<b>0.89%</b>	<b>51.54%</b>
⊞ R & F TRANSPORTATION CO INC	COMPETITIVE	\$8,796,764	0.89%	
R & F TRANSPORTATION CO INC Total		<b>\$8,796,764</b>	<b>0.89%</b>	<b>52.43%</b>
⊞ CHANELLE & BRANDOS TRANSPORT, LLC		\$8,689,634	0.88%	
⊞ ROOD TRUCKING CO INC	COMPETITIVE	\$8,288,961	0.84%	
	NONCOMPETITIVE - SOLE PURCHASE	\$52,333	0.01%	
ROOD TRUCKING CO INC Total		<b>\$8,341,294</b>	<b>0.84%</b>	<b>53.27%</b>
⊞ POSTAL CARRIER CORP	COMPETITIVE	\$8,251,806	0.84%	
POSTAL CARRIER CORP Total		<b>\$8,251,806</b>	<b>0.84%</b>	<b>54.11%</b>
⊞ BJ TRUCKING CO INC	COMPETITIVE	\$8,240,469	0.83%	
BJ TRUCKING CO INC Total		<b>\$8,240,469</b>	<b>0.83%</b>	<b>54.94%</b>
⊞ WESTWOOD CARTAGE INC		\$7,804,135	0.79%	
⊞ MCCORMICKS LLC	COMPETITIVE	\$7,766,291	0.79%	
MCCORMICKS LLC Total		<b>\$7,766,291</b>	<b>0.79%</b>	<b>55.73%</b>

☐ NORTHLAND TRUCKING ENTERPRISES	COMPETITIVE	\$7,660,036	0.78%	
<b>NORTHLAND TRUCKING ENTERPRISES Total</b>		<b>\$7,660,036</b>	<b>0.78%</b>	<b>56.50%</b>
☐ THUNDER RIDGE TRANS INC	COMPETITIVE	\$7,601,290	0.77%	
<b>THUNDER RIDGE TRANS INC Total</b>		<b>\$7,601,290</b>	<b>0.77%</b>	<b>57.27%</b>
☐ AL LASTELLA INC	COMPETITIVE	\$7,403,608	0.75%	
<b>AL LASTELLA INC Total</b>		<b>\$7,403,608</b>	<b>0.75%</b>	<b>58.02%</b>
☐ B & B TRUCKING INC	COMPETITIVE	\$6,525,933	0.66%	
<b>B &amp; B TRUCKING INC Total</b>		<b>\$6,525,933</b>	<b>0.66%</b>	<b>58.68%</b>
☐ AMERITRANS EXPRESS LLC	COMPETITIVE	\$6,252,314	0.63%	
<b>AMERITRANS EXPRESS LLC Total</b>		<b>\$6,252,314</b>	<b>0.63%</b>	<b>59.31%</b>
☐ JFR TRUCKING INC	COMPETITIVE	\$6,221,849	0.63%	
<b>JFR TRUCKING INC Total</b>		<b>\$6,221,849</b>	<b>0.63%</b>	<b>59.94%</b>
☐ VELTRI INC	COMPETITIVE	\$5,900,977	0.60%	
<b>VELTRI INC Total</b>		<b>\$5,900,977</b>	<b>0.60%</b>	<b>60.54%</b>
☐ CARROLL FULMER LOGISTIC	COMPETITIVE	\$5,479,592	0.55%	
<b>CARROLL FULMER LOGISTIC Total</b>		<b>\$5,479,592</b>	<b>0.55%</b>	<b>61.09%</b>
☐ GARY WAYNE NOBLE	COMPETITIVE	\$5,226,609	0.53%	
<b>GARY WAYNE NOBLE Total</b>		<b>\$5,226,609</b>	<b>0.53%</b>	<b>61.62%</b>
☐ ALFRED J BLACKBURN	COMPETITIVE	\$4,980,736	0.50%	
<b>ALFRED J BLACKBURN Total</b>		<b>\$4,980,736</b>	<b>0.50%</b>	<b>62.13%</b>
☐ JAX LOGISTICS DEDICATED SERVICES	COMPETITIVE	\$4,718,852	0.48%	
<b>JAX LOGISTICS DEDICATED SERVICES Total</b>		<b>\$4,718,852</b>	<b>0.48%</b>	<b>62.60%</b>
☐ HIGH COUNTRY LOGISTICS LLC	COMPETITIVE	\$4,308,692	0.44%	
<b>HIGH COUNTRY LOGISTICS LLC Total</b>		<b>\$4,308,692</b>	<b>0.44%</b>	<b>63.04%</b>
☐ FRM MAIL CONTRACTING INC	COMPETITIVE	\$3,956,206	0.40%	
<b>FRM MAIL CONTRACTING INC Total</b>		<b>\$3,956,206</b>	<b>0.40%</b>	<b>63.44%</b>
☐ ENIDAN ENTERPRISES LLC	COMPETITIVE	\$3,954,296	0.40%	
<b>ENIDAN ENTERPRISES LLC Total</b>		<b>\$3,954,296</b>	<b>0.40%</b>	<b>63.84%</b>
☐ HOOVESTOL INC	COMPETITIVE	\$3,771,317	0.38%	
<b>HOOVESTOL INC Total</b>		<b>\$3,771,317</b>	<b>0.38%</b>	<b>64.22%</b>
☐ W & L MAIL SERVICE	COMPETITIVE	\$3,770,041	0.38%	
<b>W &amp; L MAIL SERVICE Total</b>		<b>\$3,770,041</b>	<b>0.38%</b>	<b>64.60%</b>
☐ WB ADAMS TRUCKING INC	COMPETITIVE	\$3,750,385	0.38%	
<b>WB ADAMS TRUCKING INC Total</b>		<b>\$3,750,385</b>	<b>0.38%</b>	<b>64.98%</b>
☐ TNSTUMPPF ENTERPRISES LLC	COMPETITIVE	\$3,746,289	0.38%	
<b>TNSTUMPPF ENTERPRISES LLC Total</b>		<b>\$3,746,289</b>	<b>0.38%</b>	<b>65.36%</b>
☐ STINGRAY DISTRIBUTING INC	COMPETITIVE	\$3,719,809	0.38%	
<b>STINGRAY DISTRIBUTING INC Total</b>		<b>\$3,719,809</b>	<b>0.38%</b>	<b>65.74%</b>
☐ FAMES TRANSPORT INC	COMPETITIVE	\$3,686,153	0.37%	
<b>FAMES TRANSPORT INC Total</b>		<b>\$3,686,153</b>	<b>0.37%</b>	<b>66.11%</b>
☐ ENRIQUE GARCIA	COMPETITIVE	\$3,645,035	0.37%	
<b>ENRIQUE GARCIA Total</b>		<b>\$3,645,035</b>	<b>0.37%</b>	<b>66.48%</b>
☐ MISTI'S TRANSPORT INC	COMPETITIVE	\$3,435,079	0.35%	
<b>MISTI'S TRANSPORT INC Total</b>		<b>\$3,435,079</b>	<b>0.35%</b>	<b>66.83%</b>
☐ BEAR EXPRESS TRANSPORTATION INC	COMPETITIVE	\$3,383,864	0.34%	
<b>BEAR EXPRESS TRANSPORTATION INC Total</b>		<b>\$3,383,864</b>	<b>0.34%</b>	<b>67.17%</b>
☐ KRIS WAY TRUCK LEASING INC	COMPETITIVE	\$3,363,583	0.34%	
<b>KRIS WAY TRUCK LEASING INC Total</b>		<b>\$3,363,583</b>	<b>0.34%</b>	<b>67.51%</b>
☐ MAPLES TRUCK LINE INC	COMPETITIVE	\$3,261,928	0.33%	
<b>MAPLES TRUCK LINE INC Total</b>		<b>\$3,261,928</b>	<b>0.33%</b>	<b>67.84%</b>
☐ LANIER BRUGH CORPORATION	COMPETITIVE	\$3,191,026	0.32%	
<b>LANIER BRUGH CORPORATION Total</b>		<b>\$3,191,026</b>	<b>0.32%</b>	<b>68.17%</b>
☐ NORTH CEDAR TRUCKING LLC	COMPETITIVE	\$3,124,856	0.32%	
<b>NORTH CEDAR TRUCKING LLC Total</b>		<b>\$3,124,856</b>	<b>0.32%</b>	<b>68.48%</b>
☐ UNITED EXPRESS SERVICE INC	COMPETITIVE	\$3,114,385	0.32%	
<b>UNITED EXPRESS SERVICE INC Total</b>		<b>\$3,114,385</b>	<b>0.32%</b>	<b>68.80%</b>
☐ BANCROFT & SONS TRANSPORTATION LI	COMPETITIVE	\$3,114,002	0.32%	
<b>BANCROFT &amp; SONS TRANSPORTATION LLC Total</b>		<b>\$3,114,002</b>	<b>0.32%</b>	<b>69.11%</b>
☐ OSMO ENTERPRISE	COMPETITIVE	\$3,039,370	0.31%	
<b>OSMO ENTERPRISE Total</b>		<b>\$3,039,370</b>	<b>0.31%</b>	<b>69.42%</b>
☐ MATHESON POSTAL SERVICES INC	COMPETITIVE	\$3,003,946	0.30%	
<b>MATHESON POSTAL SERVICES INC Total</b>		<b>\$3,003,946</b>	<b>0.30%</b>	<b>69.72%</b>
☐ LYONS EXPRESS LLC	COMPETITIVE	\$2,993,389	0.30%	
<b>LYONS EXPRESS LLC Total</b>		<b>\$2,993,389</b>	<b>0.30%</b>	<b>70.03%</b>
☐ C H ROBINSON CO	COMPETITIVE	\$2,951,751	0.30%	
<b>C H ROBINSON CO Total</b>		<b>\$2,951,751</b>	<b>0.30%</b>	<b>70.32%</b>
☐ RED DIAMOND TRUCKING CO INC	COMPETITIVE	\$2,944,255	0.30%	
<b>RED DIAMOND TRUCKING CO INC Total</b>		<b>\$2,944,255</b>	<b>0.30%</b>	<b>70.62%</b>
☐ JOHN R MOTT INC	COMPETITIVE	\$2,923,378	0.30%	
<b>JOHN R MOTT INC Total</b>		<b>\$2,923,378</b>	<b>0.30%</b>	<b>70.92%</b>
☐ GLENN MICHAEL BRICK	COMPETITIVE	\$2,921,915	0.30%	
<b>GLENN MICHAEL BRICK Total</b>		<b>\$2,921,915</b>	<b>0.30%</b>	<b>71.21%</b>
☐ H & H TRANSPORT INC	COMPETITIVE	\$2,750,451	0.28%	
<b>H &amp; H TRANSPORT INC Total</b>		<b>\$2,750,451</b>	<b>0.28%</b>	<b>71.49%</b>
☐ AEH TRUCKING CO.	COMPETITIVE	\$2,678,993	0.27%	
<b>AEH TRUCKING CO. Total</b>		<b>\$2,678,993</b>	<b>0.27%</b>	<b>71.76%</b>
☐ J & W ENTERPRISES	COMPETITIVE	\$2,612,132	0.26%	
<b>J &amp; W ENTERPRISES Total</b>		<b>\$2,612,132</b>	<b>0.26%</b>	<b>72.03%</b>
☐ REMY MALIWANAG RODRIGUEZ	COMPETITIVE	\$2,567,885	0.26%	
<b>REMY MALIWANAG RODRIGUEZ Total</b>		<b>\$2,567,885</b>	<b>0.26%</b>	<b>72.29%</b>

MLA EXPRESS INC	COMPETITIVE	\$2,478,489	0.25%	
MLA EXPRESS INC Total		<b>\$2,478,489</b>	<b>0.25%</b>	<b>72.54%</b>
BASTIEN TRUCKING LLC	COMPETITIVE	\$2,457,536	0.25%	
BASTIEN TRUCKING LLC Total		<b>\$2,457,536</b>	<b>0.25%</b>	<b>72.79%</b>
FT JACKSON TRUCKING LLC	COMPETITIVE	\$2,407,597	0.24%	
FT JACKSON TRUCKING LLC Total		<b>\$2,407,597</b>	<b>0.24%</b>	<b>73.03%</b>
MAIL DISPATCH LLC	COMPETITIVE	\$2,404,378	0.24%	
MAIL DISPATCH LLC Total		<b>\$2,404,378</b>	<b>0.24%</b>	<b>73.27%</b>
C L SERVICES INC	COMPETITIVE	\$2,383,074	0.24%	
C L SERVICES INC Total		<b>\$2,383,074</b>	<b>0.24%</b>	<b>73.52%</b>
METROPOLITAN TRUCKING INC	COMPETITIVE	\$2,361,166	0.24%	
METROPOLITAN TRUCKING INC Total		<b>\$2,361,166</b>	<b>0.24%</b>	<b>73.75%</b>
TOOLEY TRANSPORT INC	COMPETITIVE	\$2,291,385	0.23%	
TOOLEY TRANSPORT INC Total		<b>\$2,291,385</b>	<b>0.23%</b>	<b>73.99%</b>
FINKLE IV FREIGHT & LOGISTICS	COMPETITIVE	\$2,271,878	0.23%	
FINKLE IV FREIGHT & LOGISTICS Total		<b>\$2,271,878</b>	<b>0.23%</b>	<b>74.22%</b>
ANGEL RODRIGUEZ	COMPETITIVE	\$2,226,001	0.23%	
ANGEL RODRIGUEZ Total		<b>\$2,226,001</b>	<b>0.23%</b>	<b>74.44%</b>
FALLEN TRUCKING CO INC	COMPETITIVE	\$2,079,262	0.21%	
	NONCOMPETITIVE - SOLE PURCHASE	\$88,895	0.01%	<b>74.45%</b>
FALLEN TRUCKING CO INC Total		<b>\$2,168,157</b>	<b>0.22%</b>	
ALBERT MARTELL	COMPETITIVE	\$2,131,856	0.22%	
ALBERT MARTELL Total		<b>\$2,131,856</b>	<b>0.22%</b>	<b>74.67%</b>
WG TRANSPORTATION INC	COMPETITIVE	\$2,059,482	0.21%	
WG TRANSPORTATION INC Total		<b>\$2,059,482</b>	<b>0.21%</b>	<b>74.88%</b>
PACIFIC ALLIANCE TRANSPORT INC	COMPETITIVE	\$2,046,350	0.21%	
PACIFIC ALLIANCE TRANSPORT INC Total		<b>\$2,046,350</b>	<b>0.21%</b>	<b>75.08%</b>
TR STONE TRUCKING CO	COMPETITIVE	\$2,012,508	0.20%	
TR STONE TRUCKING CO Total		<b>\$2,012,508</b>	<b>0.20%</b>	<b>75.29%</b>
MARK W CLEMONS	COMPETITIVE	\$1,974,506	0.20%	
MARK W CLEMONS Total		<b>\$1,974,506</b>	<b>0.20%</b>	<b>75.49%</b>
ROTH TRUCKING INC	COMPETITIVE	\$1,953,748	0.20%	
ROTH TRUCKING INC Total		<b>\$1,953,748</b>	<b>0.20%</b>	<b>75.68%</b>
BRANDY A GARRISON	COMPETITIVE	\$1,944,781	0.20%	
BRANDY A GARRISON Total		<b>\$1,944,781</b>	<b>0.20%</b>	<b>75.88%</b>
HICKMAN TRANSPORT COMPANY INC	COMPETITIVE	\$1,904,917	0.19%	
HICKMAN TRANSPORT COMPANY INC Total		<b>\$1,904,917</b>	<b>0.19%</b>	<b>76.07%</b>
COP TRANSPORTATION LLC	COMPETITIVE	\$1,888,475	0.19%	
COP TRANSPORTATION LLC Total		<b>\$1,888,475</b>	<b>0.19%</b>	<b>76.26%</b>
BARBARA J SOJA-HARPER	COMPETITIVE	\$1,857,373	0.19%	
BARBARA J SOJA-HARPER Total		<b>\$1,857,373</b>	<b>0.19%</b>	<b>76.45%</b>
CC POSTAL SERVICE, LLC	COMPETITIVE	\$1,848,449	0.19%	
CC POSTAL SERVICE, LLC Total		<b>\$1,848,449</b>	<b>0.19%</b>	<b>76.64%</b>
SANDRA K DODD	COMPETITIVE	\$1,830,604	0.19%	
SANDRA K DODD Total		<b>\$1,830,604</b>	<b>0.19%</b>	<b>76.82%</b>
SOUTHERN MAIL SERV INC	COMPETITIVE	\$1,807,639	0.18%	
SOUTHERN MAIL SERV INC Total		<b>\$1,807,639</b>	<b>0.18%</b>	<b>77.01%</b>
SALANGER TRUCKING LLC	COMPETITIVE	\$1,756,783	0.18%	
SALANGER TRUCKING LLC Total		<b>\$1,756,783</b>	<b>0.18%</b>	<b>77.19%</b>
O'DELL TRUCKING INC	COMPETITIVE	\$1,722,432	0.17%	
O'DELL TRUCKING INC Total		<b>\$1,722,432</b>	<b>0.17%</b>	<b>77.36%</b>
LEGACY TRUCKING INC	COMPETITIVE	\$1,706,152	0.17%	
LEGACY TRUCKING INC Total		<b>\$1,706,152</b>	<b>0.17%</b>	<b>77.53%</b>
K & K TRUCKING OF ROCKWELL, LLC	COMPETITIVE	\$1,687,472	0.17%	
K & K TRUCKING OF ROCKWELL, LLC Total		<b>\$1,687,472</b>	<b>0.17%</b>	<b>77.70%</b>
C JS TRANSPORTATION SERVICES INC	COMPETITIVE	\$1,671,448	0.17%	
C JS TRANSPORTATION SERVICES INC Total		<b>\$1,671,448</b>	<b>0.17%</b>	<b>77.87%</b>
DOCTOR BIRD TRUCKING LLC	COMPETITIVE	\$1,670,929	0.17%	
DOCTOR BIRD TRUCKING LLC Total		<b>\$1,670,929</b>	<b>0.17%</b>	<b>78.04%</b>
FLORIDA CARRIERS & BROKER SERVICES INC		\$1,655,853	0.17%	
W & L MAIL SERVICE INC	COMPETITIVE	\$1,625,632	0.16%	
W & L MAIL SERVICE INC Total		<b>\$1,625,632</b>	<b>0.16%</b>	<b>78.21%</b>
MAIL CARRIERS INCORPORATED	COMPETITIVE	\$1,612,082	0.16%	
MAIL CARRIERS INCORPORATED Total		<b>\$1,612,082</b>	<b>0.16%</b>	<b>78.37%</b>
JAFCO INC	COMPETITIVE	\$1,609,491	0.16%	
JAFCO INC Total		<b>\$1,609,491</b>	<b>0.16%</b>	<b>78.53%</b>
MICHAEL PION TRUCKING, INC.	COMPETITIVE	\$1,600,297	0.16%	
MICHAEL PION TRUCKING, INC. Total		<b>\$1,600,297</b>	<b>0.16%</b>	<b>78.69%</b>
MTC LOGISTICS	COMPETITIVE	\$1,540,910	0.16%	
MTC LOGISTICS Total		<b>\$1,540,910</b>	<b>0.16%</b>	<b>78.85%</b>
HERBYS TRANSFER	COMPETITIVE	\$1,528,221	0.15%	
HERBYS TRANSFER Total		<b>\$1,528,221</b>	<b>0.15%</b>	<b>79.00%</b>
HAYS TRUCKING SERVICE INC	COMPETITIVE	\$1,503,818	0.15%	
HAYS TRUCKING SERVICE INC Total		<b>\$1,503,818</b>	<b>0.15%</b>	<b>79.16%</b>
JENBAR TRUCKING INC	COMPETITIVE	\$1,471,841	0.15%	
JENBAR TRUCKING INC Total		<b>\$1,471,841</b>	<b>0.15%</b>	<b>79.31%</b>
PONY EXPRESS DELIVERY, INC	COMPETITIVE	\$1,434,536	0.15%	
PONY EXPRESS DELIVERY, INC Total		<b>\$1,434,536</b>	<b>0.15%</b>	<b>79.45%</b>
MARCIA J LEWIS	COMPETITIVE	\$1,431,327	0.14%	
MARCIA J LEWIS Total		<b>\$1,431,327</b>	<b>0.14%</b>	<b>79.60%</b>

MCRAES US MAIL SERVICE INC	COMPETITIVE	\$1,412,176	0.14%	
<b>MCRAES US MAIL SERVICE INC Total</b>		<b>\$1,412,176</b>	<b>0.14%</b>	<b>79.74%</b>
FREDERICK L HILLIARD	COMPETITIVE	\$1,380,251	0.14%	
<b>FREDERICK L HILLIARD Total</b>		<b>\$1,380,251</b>	<b>0.14%</b>	<b>79.88%</b>
LUIS SAMBUCETTI	COMPETITIVE	\$1,376,936	0.14%	
<b>LUIS SAMBUCETTI Total</b>		<b>\$1,376,936</b>	<b>0.14%</b>	<b>80.02%</b>

## APPENDIX C

### Contract Commitments and Competitive Classifications for eFMS — 80 Percent of Total Commitment Dollars

From October 1, 2014 to September 30, 2015, there were a total of 4578 contract actions equal to or above the competitive threshold (\$10K) executed in eFMS with commitments totaling \$491.7M. The following table highlights the top 80 percent of supplier commitments based on commitment totals.

Vendor	Contract Competitive Classification Code	Sum of Transaction Amount	Sum of % of Total	Cumulative %
ROTH BROS INC	COMPETITIVE	\$ 38,408,607.10	7.81%	
ROTH BROS INC Total		\$ 38,408,607.10	7.81%	7.81%
AMEC FOSTER WHEELER ENVIRONMENT	COMPETITIVE	\$ 20,141,769.26	4.10%	
AMEC FOSTER WHEELER ENVIRONMENT Total		\$ 20,141,769.26	4.10%	11.91%
J J MORLEY ENTERPRISES INC	COMPETITIVE	\$ 17,632,613.71	3.59%	
	COMPETITIVE - SIMPLIFIED PURC	\$ 732,805.00	0.15%	
J J MORLEY ENTERPRISES INC Total		\$ 18,365,418.71	3.74%	15.64%
PARSONS CORPORATION	COMPETITIVE	\$ 18,101,088.47	3.68%	
PARSONS CORPORATION Total		\$ 18,101,088.47	3.68%	19.33%
URS GROUP	COMPETITIVE	\$ 14,551,584.14	2.96%	
URS GROUP Total		\$ 14,551,584.14	2.96%	22.28%
CON EDISON SOLUTIONS INC	COMPETITIVE	\$ 12,105,736.00	2.46%	
CON EDISON SOLUTIONS INC Total		\$ 12,105,736.00	2.46%	24.75%
KORTE CONSTRUCTION CO	COMPETITIVE	\$ 11,502,764.96	2.34%	
	COMPETITIVE - SIMPLIFIED PURC	\$ 288,721.87	0.06%	
KORTE CONSTRUCTION CO Total		\$ 11,791,486.83	2.40%	27.15%
KEITH KC LEE INC	COMPETITIVE	\$ 10,570,565.21	2.15%	
KEITH KC LEE INC Total		\$ 10,570,565.21	2.15%	29.30%
EPIC CONSTRUCTION	COMPETITIVE	\$ 9,984,184.66	2.03%	
EPIC CONSTRUCTION Total		\$ 9,984,184.66	2.03%	31.33%
AGENCY CONSTRUCTION CORP	COMPETITIVE	\$ 9,164,301.28	1.86%	
AGENCY CONSTRUCTION CORP Total		\$ 9,164,301.28	1.86%	33.19%
MORCON CONSTRUCTION CO INC.	COMPETITIVE	\$ 8,738,303.48	1.78%	
MORCON CONSTRUCTION CO INC. Total		\$ 8,738,303.48	1.78%	34.97%
NATIONS ROOF LLC	COMPETITIVE	\$ 8,214,531.06	1.67%	
NATIONS ROOF LLC Total		\$ 8,214,531.06	1.67%	36.64%
LIGHTON INDUSTRIES INC	COMPETITIVE	\$ 7,773,300.51	1.58%	
LIGHTON INDUSTRIES INC Total		\$ 7,773,300.51	1.58%	38.22%
BISCAYNE CONTRACTORS INC	COMPETITIVE	\$ 7,612,183.74	1.55%	
BISCAYNE CONTRACTORS INC Total		\$ 7,612,183.74	1.55%	39.77%
OKLAND CONSTRUCTION	COMPETITIVE	\$ 7,605,288.58	1.55%	
OKLAND CONSTRUCTION Total		\$ 7,605,288.58	1.55%	41.31%
MARK SCOTT CONSTRUCTION INC	COMPETITIVE	\$ 7,141,359.48	1.45%	
MARK SCOTT CONSTRUCTION INC Total		\$ 7,141,359.48	1.45%	42.77%
CENTERRA INTEGRATED CONSTRUCTION	COMPETITIVE	\$ 6,814,762.05	1.39%	
CENTERRA INTEGRATED CONSTRUCTION Total		\$ 6,814,762.05	1.39%	44.15%
BASIC IDIQ INC	COMPETITIVE	\$ 6,425,566.70	1.31%	
	COMPETITIVE - SIMPLIFIED PURC	\$ 237,350.00	0.05%	
BASIC IDIQ INC Total		\$ 6,662,916.70	1.36%	45.51%
SG CONSTRUCTION SERVICES INC	COMPETITIVE	\$ 6,441,629.44	1.31%	
	COMPETITIVE - SIMPLIFIED PURC	\$ 134,265.00	0.03%	
SG CONSTRUCTION SERVICES INC Total		\$ 6,575,894.44	1.34%	46.84%
MILL CITY CONSTRUCTION	COMPETITIVE	\$ 6,066,300.32	1.23%	
MILL CITY CONSTRUCTION Total		\$ 6,066,300.32	1.23%	48.08%



☐ SIEDLECKI CONSTRUCTION CO	COMPETITIVE	\$	3,071,533.10	0.62%	
SIEDLECKI CONSTRUCTION CO Total		\$	<b>3,071,533.10</b>	<b>0.62%</b>	<b>64.58%</b>
☐ D & H CONSTRUCTION	COMPETITIVE	\$	2,969,098.74	0.60%	
D & H CONSTRUCTION Total		\$	<b>2,969,098.74</b>	<b>0.60%</b>	<b>65.19%</b>
☐ WIGHT CONSTRUCTION SERVICES INC	COMPETITIVE	\$	2,922,686.69	0.59%	
WIGHT CONSTRUCTION SERVICES INC Total		\$	<b>2,922,686.69</b>	<b>0.59%</b>	<b>65.78%</b>
☐ GRANCOR ENTERPRISES INC	COMPETITIVE	\$	2,888,094.46	0.59%	
GRANCOR ENTERPRISES INC Total		\$	<b>2,888,094.46</b>	<b>0.59%</b>	<b>66.37%</b>
☐ RANSOME COMPANY	COMPETITIVE	\$	2,803,231.05	0.57%	
RANSOME COMPANY Total		\$	<b>2,803,231.05</b>	<b>0.57%</b>	<b>66.94%</b>
☐ LUSK MECHANICAL CONTR INC	COMPETITIVE	\$	2,793,672.37	0.57%	
LUSK MECHANICAL CONTR INC Total		\$	<b>2,793,672.37</b>	<b>0.57%</b>	<b>67.51%</b>
☐ LAWDENSKY CONSTRUCTION	COMPETITIVE	\$	2,682,094.58	0.55%	
LAWDENSKY CONSTRUCTION Total		\$	<b>2,682,094.58</b>	<b>0.55%</b>	<b>68.05%</b>
☐ CCB INC	COMPETITIVE	\$	2,679,442.28	0.54%	
CCB INC Total		\$	<b>2,679,442.28</b>	<b>0.54%</b>	<b>68.60%</b>
☐ OKLAND CONSTRUCTION CO INC	COMPETITIVE	\$	2,668,762.68	0.54%	
OKLAND CONSTRUCTION CO INC Total		\$	<b>2,668,762.68</b>	<b>0.54%</b>	<b>69.14%</b>
☐ SEA PAC ENGINEERING, INC	COMPETITIVE	\$	2,656,891.00	0.54%	
SEA PAC ENGINEERING, INC Total		\$	<b>2,656,891.00</b>	<b>0.54%</b>	<b>69.68%</b>
☐ MID-WEST BUILDERS INC	COMPETITIVE	\$	2,585,451.68	0.53%	
MID-WEST BUILDERS INC Total		\$	<b>2,585,451.68</b>	<b>0.53%</b>	<b>70.21%</b>
☐ PINNACLE CONSTRUCTION & DEVELOPMENT CO	COMPETITIVE	\$	2,527,651.35	0.51%	
PINNACLE CONSTRUCTION & DEVELOPMENT GROU Total		\$	<b>2,527,651.35</b>	<b>0.51%</b>	<b>70.72%</b>
☐ WEIGANDT DEVELOPMENT LTD	COMPETITIVE	\$	2,405,143.41	0.49%	
WEIGANDT DEVELOPMENT LTD Total		\$	<b>2,405,143.41</b>	<b>0.49%</b>	<b>71.21%</b>
☐ AMKO DEVELOPMENT INC	COMPETITIVE	\$	2,352,690.82	0.48%	
AMKO DEVELOPMENT INC Total		\$	<b>2,352,690.82</b>	<b>0.48%</b>	<b>71.69%</b>
☐ AAR OF NORTH CAROLINA INC	COMPETITIVE	\$	2,246,451.00	0.46%	
AAR OF NORTH CAROLINA INC Total		\$	<b>2,246,451.00</b>	<b>0.46%</b>	<b>72.15%</b>
☐ COOPER MATERIALS HANDLING INC	COMPETITIVE - SIMPLIFIED PURC	\$	1,159,014.80	0.24%	
	COMPETITIVE	\$	1,017,247.00	0.21%	
COOPER MATERIALS HANDLING INC Total		\$	<b>2,176,261.80</b>	<b>0.44%</b>	<b>72.59%</b>
☐ EATON CORPORATION	COMPETITIVE	\$	2,152,909.00	0.44%	
EATON CORPORATION Total		\$	<b>2,152,909.00</b>	<b>0.44%</b>	<b>73.03%</b>
☐ INLAND CONSTRUCTION	COMPETITIVE	\$	2,138,907.07	0.44%	
INLAND CONSTRUCTION Total		\$	<b>2,138,907.07</b>	<b>0.44%</b>	<b>73.46%</b>
☐ PEACHTREE MECHANICAL INC	COMPETITIVE	\$	2,052,800.00	0.42%	
PEACHTREE MECHANICAL INC Total		\$	<b>2,052,800.00</b>	<b>0.42%</b>	<b>73.88%</b>
☐ PORTER ROOFING	COMPETITIVE	\$	2,045,978.00	0.42%	
PORTER ROOFING Total		\$	<b>2,045,978.00</b>	<b>0.42%</b>	<b>74.30%</b>
☐ TELEPHONE TECH SYS INC	COMPETITIVE	\$	2,011,639.13	0.41%	
TELEPHONE TECH SYS INC Total		\$	<b>2,011,639.13</b>	<b>0.41%</b>	<b>74.71%</b>
☐ CH2M HILL NEW YORK INC	COMPETITIVE	\$	1,974,946.01	0.40%	
CH2M HILL NEW YORK INC Total		\$	<b>1,974,946.01</b>	<b>0.40%</b>	<b>75.11%</b>
☐ NICKERSON & O'DAY INC	COMPETITIVE	\$	1,954,882.00	0.40%	
NICKERSON & O'DAY INC Total		\$	<b>1,954,882.00</b>	<b>0.40%</b>	<b>75.50%</b>
☐ DOW ELECTRIC INC	COMPETITIVE	\$	1,913,026.60	0.39%	
DOW ELECTRIC INC Total		\$	<b>1,913,026.60</b>	<b>0.39%</b>	<b>75.89%</b>
☐ TURNSTONE CORPORATION	COMPETITIVE	\$	1,908,783.56	0.39%	
TURNSTONE CORPORATION Total		\$	<b>1,908,783.56</b>	<b>0.39%</b>	<b>76.28%</b>
☐ A J HEINEN INC	COMPETITIVE	\$	1,875,819.99	0.38%	
A J HEINEN INC Total		\$	<b>1,875,819.99</b>	<b>0.38%</b>	<b>76.66%</b>
☐ SUNRISE COMMERCIAL CONTRACTING INC	COMPETITIVE	\$	1,766,749.98	0.36%	
SUNRISE COMMERCIAL CONTRACTING INC Total		\$	<b>1,766,749.98</b>	<b>0.36%</b>	<b>77.02%</b>
☐ WESFIELD CONSTRUCTION	COMPETITIVE	\$	1,688,047.00	0.34%	
WESFIELD CONSTRUCTION Total		\$	<b>1,688,047.00</b>	<b>0.34%</b>	<b>77.37%</b>
☐ LPCIMINELLI CONST CO INC	COMPETITIVE	\$	1,680,300.00	0.34%	
LPCIMINELLI CONST CO INC Total		\$	<b>1,680,300.00</b>	<b>0.34%</b>	<b>77.71%</b>
☐ BORDEAUX CONSTRUCTION	COMPETITIVE	\$	1,670,515.26	0.34%	
BORDEAUX CONSTRUCTION Total		\$	<b>1,670,515.26</b>	<b>0.34%</b>	<b>78.05%</b>
☐ BRATTON BROS CONTRACTING INC	COMPETITIVE	\$	1,656,543.55	0.34%	
BRATTON BROS CONTRACTING INC Total		\$	<b>1,656,543.55</b>	<b>0.34%</b>	<b>78.38%</b>



[-] R J CROWLEY INC	COMPETITIVE	\$	1,478,036.32	0.30%	
	COMPETITIVE - SIMPLIFIED PURC	\$	178,063.33	0.04%	
<b>R J CROWLEY INC Total</b>		<b>\$</b>	<b>1,656,099.65</b>	<b>0.34%</b>	<b>78.72%</b>
[-] THE K COMPANY INC	COMPETITIVE	\$	1,627,417.35	0.33%	
<b>THE K COMPANY INC Total</b>		<b>\$</b>	<b>1,627,417.35</b>	<b>0.33%</b>	<b>79.05%</b>
[-] ROMANO CONSTRUCTION CO INC	COMPETITIVE	\$	1,613,543.22	0.33%	
<b>ROMANO CONSTRUCTION CO INC Total</b>		<b>\$</b>	<b>1,613,543.22</b>	<b>0.33%</b>	<b>79.38%</b>
[-] I L LONG CONSTRUCTION CO INC	COMPETITIVE	\$	1,545,811.51	0.31%	
<b>I L LONG CONSTRUCTION CO INC Total</b>		<b>\$</b>	<b>1,545,811.51</b>	<b>0.31%</b>	<b>79.69%</b>
[-] THOMAS E SNOWDEN INC	COMPETITIVE	\$	1,536,347.00	0.31%	
<b>THOMAS E SNOWDEN INC Total</b>		<b>\$</b>	<b>1,536,347.00</b>	<b>0.31%</b>	<b>80.01%</b>

## APPENDIX D

### Contract Commitments and Competitive Classifications From FPDS-NG Competition Advocate Report

The Federal Procurement Data System (FPDS-NG) captures and reports summary-level contract actions and commitment information for agencies using appropriated funds as specified in FAR 4.6. The CA report within FPDS-NG from October 1, 2014 to September 30, 2015, contains contract actions for 61 departments totaling \$436.9B in contractual commitments. The following table provides the total actions, commitments, competed actions, % competed actions, competed commitments, and % competed commitments for the departments listed in the report.

Federal Procurement Data System (FPDS) For the period: October 1, 2014- September 30, 2015						
Department	Total Actions	Total Dollars	Competed Actions	% Competed Actions	Competed Dollars	% Competed Dollars
LIBRARY OF CONGRESS( 0300 )	4	\$0.00	4	100.00%	\$0.00	0.0000%
GOVERNMENT ACCOUNTABILITY OFFICE( 0500 )	577	\$49,200,108.69	420	72.79%	\$41,043,311.91	83.42%
EXECUTIVE OFFICE OF THE PRESIDENT( 1100 )	933	\$66,413,397.09	552	59.16%	\$40,748,899.81	61.36%
PEACE CORPS( 1145 )	505	\$142,498,047.40	396	78.42%	\$135,648,757.68	95.19%
UNITED STATES TRADE AND DEVELOPMENT AGENCY( 1153 )	261	\$19,225,136.92	183	70.11%	\$10,277,505.28	53.46%
AGRICULTURE, DEPARTMENT OF( 1200 )	72,500	\$5,914,363,955.83	53,848	74.27%	\$4,997,276,735.48	84.49%
COMMERCE, DEPARTMENT OF( 1300 )	25,915	\$3,154,410,328.81	17,475	67.43%	\$2,275,795,197.45	72.15%
INTERIOR, DEPARTMENT OF THE( 1400 )	69,928	\$4,149,662,115.40	50,431	72.12%	\$3,253,371,122.15	78.40%
JUSTICE, DEPARTMENT OF( 1500 )	151,237	\$7,581,550,891.01	116,748	77.20%	\$5,735,365,383.54	75.65%
LABOR, DEPARTMENT OF( 1600 )	6,920	\$1,965,776,029.21	4,174	60.32%	\$1,233,782,603.73	62.76%
PENSION BENEFIT GUARANTY CORPORATION( 1665 )	1,357	\$283,601,430.18	1,011	74.50%	\$261,675,508.05	92.27%
STATE, DEPARTMENT OF( 1900 )	87,975	\$8,328,570,127.45	65,979	75.00%	\$6,311,085,219.53	75.78%
INTERNATIONAL BOUNDARY AND WATER COMMISSION: U.S.-MEXICO	753	\$31,605,110.93	432	57.37%	\$21,735,410.26	68.77%
TREASURY, DEPARTMENT OF THE( 2000 )	23,447	\$5,662,233,008.59	13,583	57.93%	\$4,746,170,061.41	83.82%
OFFICE OF PERSONNEL MANAGEMENT( 2400 )	2,875	\$926,234,826.96	1,943	67.58%	\$760,246,074.26	82.08%
FEDERAL COMMUNICATIONS COMMISSION( 2700 )	612	\$107,220,848.21	410	66.99%	\$91,183,222.74	85.04%
SOCIAL SECURITY ADMINISTRATION( 2800 )	13,589	\$1,638,484,063.54	7,318	53.85%	\$952,828,129.93	58.15%
FEDERAL TRADE COMMISSION( 2900 )	593	\$40,433,490.55	226	38.11%	\$19,414,633.48	48.02%
NUCLEAR REGULATORY COMMISSION( 3100 )	2,338	\$222,292,743.58	1,339	57.27%	\$173,696,141.86	78.14%
SMITHSONIAN INSTITUTION( 3300 )	3,536	\$279,437,590.06	1,097	31.02%	\$177,889,070.57	63.66%
J. F. KENNEDY CENTER FOR THE PERFORMING ARTS( 3352 )	36	\$1,848,532.04	23	63.89%	\$1,687,737.56	91.30%
NATIONAL GALLERY OF ART( 3355 )	575	\$33,436,097.41	315	54.78%	\$27,623,569.60	82.62%
INTERNATIONAL TRADE COMMISSION( 3400 )	265	\$10,108,764.70	132	49.81%	\$6,826,418.22	67.53%
VETERANS AFFAIRS, DEPARTMENT OF( 3600 )	3,621,700	\$19,896,653,242.13	3,377,776	93.26%	\$16,017,646,730.73	80.50%
MERIT SYSTEMS PROTECTION BOARD( 4100 )	142	\$2,033,342.77	90	63.38%	\$1,535,099.67	75.50%
EQUAL EMPLOYMENT OPPORTUNITY COMMISSION( 4500 )	924	\$38,664,407.72	360	38.96%	\$11,788,701.10	30.49%
GENERAL SERVICES ADMINISTRATION( 4700 )	149,871	\$9,107,783,266.95	133,663	89.19%	\$7,526,390,403.71	82.64%
NATIONAL SCIENCE FOUNDATION( 4900 )	988	\$422,456,775.91	671	67.91%	\$389,821,623.22	92.27%
SECURITIES AND EXCHANGE COMMISSION( 5000 )	2,822	\$424,670,158.45	1,733	61.41%	\$319,251,845.00	75.18%
FEDERAL LABOR RELATIONS AUTHORITY( 5400 )	79	\$1,438,448.53	52	65.82%	\$1,076,891.93	74.86%
NATIONAL FOUNDATION ON THE ARTS AND THE HUMANITIES( 5500 )	66	\$3,482,070.14	47	71.21%	\$2,828,825.88	81.24%
NATIONAL ENDOWMENT FOR THE ARTS( 5920 )	60	\$1,123,012.18	50	83.33%	\$1,065,365.96	94.87%
NATIONAL ENDOWMENT FOR THE HUMANITIES( 5940 )	113	\$2,501,118.00	43	38.05%	\$852,005.00	34.06%
RAILROAD RETIREMENT BOARD( 6000 )	583	\$42,710,473.82	420	72.04%	\$36,315,690.77	85.03%
CONSUMER PRODUCT SAFETY COMMISSION( 6100 )	725	\$29,264,231.41	223	30.76%	\$11,630,836.42	39.74%
NATIONAL LABOR RELATIONS BOARD( 6300 )	276	\$24,035,455.95	206	74.64%	\$21,099,468.76	87.78%
FEDERAL MARITIME COMMISSION( 6500 )	114	\$3,181,691.85	80	70.18%	\$2,446,474.35	76.89%
ENVIRONMENTAL PROTECTION AGENCY( 6800 )	16,337	\$1,391,807,577.37	12,637	77.35%	\$1,160,351,115.95	83.37%
TRANSPORTATION, DEPARTMENT OF( 6900 )	21,997	\$6,072,350,255.99	16,209	73.69%	\$5,036,460,333.95	82.94%
HOMELAND SECURITY, DEPARTMENT OF( 7000 )	80,258	\$13,457,655,860.37	55,876	69.62%	\$9,590,371,193.87	71.26%
OVERSEAS PRIVATE INVESTMENT CORPORATION( 7100 )	200	\$19,620,770.45	168	84.00%	\$18,031,693.75	91.90%
AGENCY FOR INTERNATIONAL DEVELOPMENT( 7200 )	10,680	\$4,832,026,760.89	8,185	76.64%	\$3,227,917,963.23	66.80%
SMALL BUSINESS ADMINISTRATION( 7300 )	1,178	\$107,700,832.58	783	66.47%	\$78,174,795.40	72.59%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF( 7500 )	89,547	\$21,607,141,203.31	56,323	62.90%	\$17,922,025,521.68	82.94%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION( 8000 )	29,687	\$15,903,507,399.10	20,066	67.59%	\$10,789,856,406.13	67.85%
HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF( 8600 )	3,404	\$1,171,252,320.59	1,744	51.23%	\$744,557,894.09	63.57%
NATIONAL ARCHIVES AND RECORDS ADMINISTRATION( 8800 )	1,423	\$156,080,880.12	1,036	72.80%	\$104,731,889.94	67.10%
ENERGY, DEPARTMENT OF( 8900 )	13,140	\$25,110,345,331.31	8,497	64.67%	\$23,052,453,780.17	91.80%
FEDERAL ENERGY REGULATORY COMMISSION( 8961 )	441	\$60,710,993.75	319	72.34%	\$52,129,891.87	85.87%
EDUCATION, DEPARTMENT OF( 9100 )	3,371	\$2,669,351,441.76	2,600	77.13%	\$2,302,186,175.52	86.25%
FEDERAL MEDIATION AND CONCILIATION SERVICE( 9300 )	58	\$1,446,838.29	31	53.45%	\$619,985.02	42.85%
FEDERAL ELECTION COMMISSION( 9506 )	161	\$9,215,680.48	111	68.94%	\$7,338,245.28	79.63%
COMMODITY FUTURES TRADING COMMISSION( 9507 )	559	\$70,639,992.70	335	59.93%	\$54,620,884.51	77.32%

NATIONAL TRANSPORTATION SAFETY BOARD( 9508 )	392	\$12,180,539.27	269	68.62%	\$10,075,519.91	82.72%
DEFENSE NUCLEAR FACILITIES SAFETY BOARD( 9516 )	66	\$3,260,178.41	23	34.85%	\$435,396.05	13.35%
MILLENIUM CHALLENGE CORPORATION( 9543 )	713	\$79,227,304.39	615	86.26%	\$76,593,006.34	96.68%
CONSUMER FINANCIAL PROTECTION BUREAU( 955F )	694	\$60,755,892.58	548	78.96%	\$54,004,988.15	88.89%
CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD( 9565 )	128	\$1,692,305.80	59	46.09%	\$1,152,023.34	68.07%
BROADCASTING BOARD OF GOVERNORS( 9568 )	9,639	\$168,794,446.14	8,488	88.06%	\$119,984,727.88	71.08%
CORPORATION FOR NATIONAL AND COMMUNITY SERVICE( 957 )	840	\$63,186,655.33	682	81.19%	\$51,831,352.34	82.03%
COURT SERVICES AND OFFENDER SUPERVISION AGENCY( 958 )	639	\$39,388,187.67	489	76.53%	\$32,461,678.54	82.41%
DEPT OF DEFENSE( 9700 )	12,737,055	\$273,182,961,989.39	12,339,847	96.88%	\$151,280,038,996.67	55.38%
<b>Total</b>	17,267,801	\$436,860,905,978.41	16,389,393	<b>94.91%</b>	\$281,387,526,136.58	<b>64.41%</b>
<b>Total Excluding DOD</b>	4,530,746	\$163,677,943,989.02	4,049,546	<b>89.38%</b>	\$130,107,487,139.91	<b>79.49%</b>

## APPENDIX E

### **Noncompetitive Purchases — Management Instruction (SP S2-2011-1)**

In addition to the SPs and Ps, the noncompetitive purchase management instruction (MI) outlines the noncompetitive process. The MI is available internally on the Postal Service intranet site at: <http://blue.usps.gov/cpim/ftp/manage/sps2111.pdf>.

The MI is attached for external readers who do not have access to the Postal Service intranet site.



Sps2111.pdf

## APPENDIX F

### Contracting Data Definitions

For purposes of this report, the following contract-related data terms and definitions are provided as follows:

- **Contract Action:** a new contract, delivery order, task order, work order, modification to, or termination of, a contract
- **Commitments:** funding that is added to a contract against which payments are made. Commitments may extend over multiple fiscal years and are equivalent to contract obligations as reported by other agencies in the Federal Procurement Data System (FPDS-NG). However, not all contracts have committed funds. Therefore, the total committed values of the contracts will be different than spend against contracts within a fiscal year. An example of a non-committed contract is an Indefinite Delivery/Indefinite Quantity (IDIQ) contract that has a contractual minimum but orders are placed via the Postal Service on-catalog ordering system (eBuy2); the spend will occur against the contract but there will be no contractual commitments above the minimums of the contract. Commitments also include de-commitments that may occur during the life of a contract due to a reduction in scope or at the end of a contract during the contract close-out process to remove committed funds not spent.
- **Non-Personnel Operating Expenses:** expenses reported in the Postal Service 10-K and consisting of transportation and other expenses. The majority of the non-personnel operating expenses are based on “spend” (defined below) but also include some financial adjustments based on 10-K reporting standards. Capital spend within the year is reflected via depreciation over multiple years.
- **Spend:** payments to suppliers within a fiscal year. Spend may be for expense or capital purchases throughout the year. Spend may also be offset by credits from suppliers. This CA report does not classify spend into competitive or noncompetitive because spend may be against contracts awarded in previous years that have not been updated to reflect the competitive/noncompetitive classification. Spend may also be for local purchases (less than \$10K) and thus not against a contract but through credit cards or other local payment methods.